

Message Text

PAGE 01 SEOUL 01906 210400Z

12

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

50.t ----- 031165

R 210332Z MAR 75

a0252.tFM AMEMBASSY SEOUL

TO USDOC

ISECSTATE WASHDC 8985

4.t

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E.O. 11652: N/A

TAGS: BEXP KS

SUBJECT: PRODUCT OPPORTUNITY: EXPANSION PROJECT OF TONG YANG
CEMENT CO.

REF: A SEOUL 6600 (10/5/74), B STATE 223879 (10/10/74)

1. REFTEL A REQUESTED USDOC ASSISTANCE IN BRINGING TO
ATTENTION OF FULLER CO. AND GE SERIOUSNESS OF SLIPPAGE OF
DELIVERY DATES OF GE EQUIPMENT. EXCELLENT ASSISTANCE AS
REPORTED REFTEL B GIVEN AND, INTER ALIA, RESULTED IN THE
ESTABLISHMENT OF NEW DELIVERY DATES BY GE LAST NOVEMBER
ACCEPTABLE TO TONG YANG. ALTHOUGH NEVER FORMALLY ACKNOWLEDGED
THIS ASSIST WAS MOST APPRECIATED BY POST.

2. TONG YANG HAS NOW RECEIVED CABLE FROM FULLER WHICH SETS
BACK DELIVERY DATES REFLECTING NEW GE DELAYS FROM FOUR TO
SIX MONTHS MANY KEY ITEMS.

3. ONCE AGAIN BECAUSE OF SAME POINTS MADE IN PARA 6 REFTEL
A, WOULD APPRECIATE YOUR CONTACTING F. HORNER, PRESIDENT,
FULLER CO., AND ROBERT M. JOHNSON, MANAGER, INTERNATIONAL
PROJECTS, GE, FOR FURTHER ASSISTANCE. ALSO, IF DELIVERY DATES
CANNOT BE MOVED UP, CAN GE SUGGEST ALTERNATE OR SUBSTITUTE
EQUIPMENT FROM OTHER SUPPLIER IN ORDER THAT TONG YANG CAN DEAL
WITH PRESSURE FROM MCI TO MEET SCHEDULED OPERATIONAL DATE?
FINALLY, IN DEALING WITH TONG YANG WE HAVE, THROUGH FULLER
CONTRACT, MADE INROADS WITH LARGE KOREAN COMPANY WHICH HAS
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TRADIITIONALLY BEEN JAPAN SOURCE-ORIENTED. ALTHOUGH OVER
SIMPLIFICATION POST BELIEVES FUTURE US BUSINESS COULD RESULT
IF PERFORMANCE THIS PROJECT SATISFACTORY.
ERICSON

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